

Message Text

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UNCLAS MOSCOW 8407

FOR BEWT/REICH, MURRIN AND PTD (ROBB)

E.O. 11652: N/A
TAGS: BEXP, UR
SUBJECT: EXHIBITS IN SPRING 1978

REFS: (A) USDOC 10563, (B) MOSCOW 7094

1. AS REQUESTED REF (A) FOLLOWING INFORMATION AND ASSESSMENTS
ARE PROVIDED FOR ONGOING USDOC RUMINATIONS:

(A) KIEV SOLO: SITE SURVEY COVERAGE WAS COMPLETE.
KAP OFFICER TOLD USCO DEP DIR JUNE 10 THAT TEMPORARY CLEARANCE
OF VDNKH PAVILION IS NOT FEASIBLE AS INTERNAL PARTITIONS
ARE PERMANENT STRUCTURES. MOREOVER, G.F. SOLNTSEV, DEPUTY
CHAIRMAN, EKSPOTSENTR, INFORMED COMATT IN LETTER DATED JUNE 8
THAT PROPOSED SOLO "NOT CONSIDERED ADVISABLE" AS PROCESSING
AND PACKAGEING OF FOOD PRODUCTS INCLUDED IN THEME FOR CHAMBER'S
INTERNATIONAL EXHIBITION "INTORGPRODMASH" (EQUIPMENT AND MACHINERY
FOR FOOD INDUSTRY, TRADE AND PUBLIC CATERING ESTABLISHMENTS),
WHICH WILL BE HELD IN MOSCOW JULY 4-17, 1978. SOLNTSEV SAID
IN MEETING WITH COMATT SAME DATE THAT THERE WOULD BE NO
POINT IN "DIVIDING SOVIET SPECIALISTS" AND SUGGESTED U.S.
FIRMS INTERESTED IN KIEV SOLO CONSIDER PARTICIPATING AT
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INTORGPRODMASH INSTEAD.

(B) AUTOSERVICE-78: WE DO NOT VIEW AUTOSERVICE AS
VIABLE OPTION SINCE PROSPECTS ARE POOR FOR CONTINUING SALES
OF THIS KIND OF EQUIPMENT. OFF-THE-FLOOR PURCHASES MAY BE
MADE FOR A FEW FAVORED GARAGES OR FOR EXPERIMENTAL USE IN
DEVELOPING SOVIETS' OWN EQUIPMENT. HOWEVER, USSR IS UNLIKELY

TO EXPEND SCARCE FOREIGN EXCHANGE FOR LARGER PURCHASES WHEN REPAIR SHOPS CAN CONTINUE TO MAKE DO WITH DOMESTICALLY PRODUCED EQUIPMENT OR IMPORTS FROM CEMA COUNTRIES. SOVIETS RECENTLY PURCHASED 22 COMPLETE SERVICE STATIONS FROM POLAND, BUT WE CANNOT RECALL ANY SIGNIFICANT CONTRACTS WITH U.S. FIRMS OR INQUIRIES BY SOVIET ORGANIZATIONS FOR THIS EQUIPMENT DURING PAST 30 MONTHS.

(C) BUMMASH-78: ACCORDING TO EKSPOTSENTR OFFICIAL, CLAPP AND POLIAK NOTIFIED CHAMBER TWO WEEKS AGO THAT SOVEXPO WILL NOT TAKE PLACE, THEREBY REMOVING POTENTIAL CONFLICT WITH BUMMASH RECRUITMENT (REF (-)). WE SEE NO SERIOUS CONFLICT WITH PROPOSED SHOWS "DEVICES FOR SCIENTIFIC PURPOSES" (OCTOBER 1978) AND "MEANS FOR AUTOMATING PRODUCTION PROCESSES" (JUNE/JULY 1979) AS FORMER FOCUSES ON SCIENTIFIC RATHER THAN INDUSTRIAL) INSTRUMENTATION AND LATTER DOES NOT INCLUDE PULP/PAPER AMONG PRIMARY TARGET INDUSTRIES.

2. COMMENT: ABOVE INFORMATION REINFORCES OUR JUDGMENT THAT BUMMASH IS BEST BET FOR THIRD SHOW IN FY-1978. CHAMBER'S OPPOSITION EFFECTIVELY KILLS KIEV SOLO, BUT EVEN IF SOLNTSEV SHOULD EXPERIENCE DRAMATIC CHANGE OF HEART, LACK OF POSITIVE RESPONSES TO DATE FROM UKRAINIAN AND RSFSR MINISTRIES AND LACK OF ADEQUATE EXHIBITION SITE MAKE SHOW A NON-STARTER. TOON

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